

THE

Publishers' Weekly

A JOURNAL

SPECIALLY DEVOTED TO THE INTERESTS OF THE

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F. LEYPOLDT, EDITOR AND PUBLISHER, 37 PARK ROW, NEW YORK.

VOL. VI. No. 6.

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WHOLE NO. 134.

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NOTE IN SEASON,

READER, have mercy upon your Editor, wearied and worried from the exertions, troubles, and tribulations of the past few weeks. Things have got out of joint a little under the sudden pressure of labor crowded into so short a space of time. The slow work of bibliographical compilation, with its ensuing typographical vexations, have sadly interfered with the regularity of the WEEKLY. Should the Editor confine himself to weekly lists and news, there would be little difficulty; but the book trade needs more. Lists embracing a period say of twelve or eighteen months, well-digested, such as the Reference Catalogue; or an entire class of literature, such as the Educational Catalogue; or an entire line of merchandise, such as the Stationers' Annual; or a complete store-house of books and merchandise, such as the Trade List Annual—such things are valuable to the bookseller, but cannot be made in a week or two. All these compilations are now forthcoming, one by one, and knowing that their permanent and time-saving qualities will make up for the recent fail-

ings of the WEEKLY, the Editor feels assured that some indulgence will be granted to him. He will be careful to avoid such delays and other shortcomings during the busy season. One reason more, to clear away the slow and drudging labor during the dull season, even if summer were not the real close of the booksellers' year, and the fall the opening of a new one, when a fresh book record, up to date, should be placed in the hands of the trade.

May the season be prosperous! May the united action of those determined men—who met in council with a will to save a noble calling from dropping into the hands of hawkers and hucksters—succeed in building up a sound and solid trade, that will draw, not drive away, the men with brains and capital. Should ever this millennium approach, the PUBLISHERS' WEEKLY, too, will prosper. No more delay then; no toil and worry; all properly done at proper time, with proper help—help which the Editor, backed only by a crippled trade, now cannot afford to seek.

The Editor is hopeful. Trusting that all, at the end, will turn out right, he is preparing for business, and promises that the various now somewhat neglected departments of the WEEKLY will, with the beginning of the season, be again in full trim.

[OFFICIAL.]

Publishers' Board of Trade

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August 4, 1874.

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Secretary.

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About.—The Notary's Nose. Transl. from the French of Edmond About. By Henry Holt. (Leisure Hour Series.) 16°, pp. 240. \$1.25.....Holt.

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Burt's Guide through the Connecticut Valley to the White Mountains and the River Saguenay. By Henry M. Burt. Illustr. 18°, pp. 298. \$1.00.....New Eng. Pub. Co.

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—Rescued from Egypt. By A. L. O. E. Illustr. 18°, pp. 465. 90 c.....Tibbals.

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Freeman's Historical Course for Schools. See Sime.

Gaboriau.—The Clique of Gold. By Emile Gaboriau. Transl. from the French by M. Schele De Vere. (Osgood's Library of Novels, vol. 42.) 8°, pp. 210. \$1.50; pap. \$1.00. Osgood.

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Mulock Miss. See My Mother and I.

My Mother and I. A Love Story. By the Author of "John Halifax, Gentleman," etc. With illustr. 8°, pp. 105. Pap. 50c.....Harper.

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Allen, N. (129), Medical Problems of the Day, pap. 50 c. Williams.
Allen and Greenough. See Virgil.
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- Hidatsa, Language of the. See Matthews, W.
- Hinton, J. (133), Physiology for Practical Use, \$2.25..... *Appleton.*
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Am. Railroad Man. Co.
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THE CONVENTION.

WE print, in a supplement, for members of the trade only, the official minutes of the Convention, the names of those present, as far as they registered, and the more important and interesting of the letters and papers that were read, and a few of the speeches that were made.

We have no doubt but that, so far as the Convention went, its platform will be carried out. If it had gone further, that would not have been so likely, and therefore we are eminently satisfied with its results. In limiting the underselling, and in converting the trade sales from a device for underselling to a really useful institution, something, and very much, has been accomplished. These steps we expect to see assured this fall. The first of September, it will be seen, is the time set for the limitation of discounts, and within the month, we have reason to believe, all the large publishing houses will directly or tacitly acquiesce in the new order of things. After the trade sale this fall, measures will be set on foot so that the book fair may, if possible, be inaugurated in the spring. And after that, let us look to the accomplishment of what is further needed, step by step.

Let us say here and now that very much depends upon the retail trade. It is there that the "cutting under" difficulties are now most likely to be manifest. Any man who enters into the spirit of the Convention must now do his utmost to convince his neighbors that this is the time to stop. We want hearty, effective local work, so that any dealer here or there may be brought up to the platform and into the association. Before

the fall season opens over a thousand names ought to be on the list. Let us see a pull altogether.

Stationery and Fancy Goods,

The trade in Stationery and Fancy Goods has improved considerably since last month, although it is by no means what it should be at this time of the year; dealers, however are hopeful, and anticipate a good fall trade that will make up for the disasters of last year. Under those circumstances they are willing to wait for a late season, feeling assured that it will come and that it will be worth waiting for. It is not expected that much business will be done before the middle of next month, although some of the leading stationery houses report increasing sales already. Upon examination we find that most of these advance sales are standard goods for the use of schools, and the purchases have been made by jobbers to supply their country trade, previous to the opening of the educational year. In fancy stationery there is now a limited demand, and some of the new styles that have lately been put upon the market seem to have taken a hold upon the popular taste so that they will remain. We refer to the long cut and legal papers which were thought so fanciful at the time of their introduction, but which appear now to have secured a permanent recognition. The brilliant colors in which those papers first appeared are no longer seen, and in this manner their most disagreeable feature has been dispensed with. Plain white or delicate tinted papers are now the fashion, and most of the peculiar shapes are adhered to.

The Convention of the Book Trade at Put-in-Bay has had quite a marked effect upon the market for stationery, for most of the booksellers combine stationery with their business, and circumstances that affect one branch of their trade will affect the other. The combination that has been made among the book men has therefore had a salutary effect upon the stationery trade; more confidence has been inspired than previously existed, and the entire trade has experienced the benefit. A trade combination of a union of interests for mutual protection was never attempted before, as it was never deemed practicable, but now that this principle has been successfully demonstrated, the result has been entire satisfaction, and trade has thereby been encouraged.

The coming month is looked for anxiously, and it is the universal opinion that it will be a most prosperous season for business.

In fancy goods there is but little to note. Novelties are scarce, and even new goods are not displayed, those who have any preferring to keep them until later. There are now but few buyers in the city, and those that are here are for the most part small dealers who come more to learn the prospects of the trade than to make immediate purchases. Brisk trade at this season is not expected for but few of the leading men are in town. Now is the season of relaxation, but the end of the present month will find all the absentees back at their posts, and then it is thought trade will open. But very few goods have as yet arrived, but most of the leading houses have invoices on the way, and it is thought the opening of the season will find a display of goods that will be fully equal to that of former years. It is impossible to give even the slightest description of the leading styles, for the importers have guarded their samples most jealously all summer, and those that have received new goods have but in very few instances withdrawn them from the Custom-house, and where they have done so it has only been for immediate shipment. The trade is in general expecting a good trade, and if nothing occurs further than can be seen at present, there will be no disappointment. The financial policy of the Administration is for the present definitely settled, and the troubles of last year have been mostly overcome. The field is therefore clear, and a very satisfactory season may be looked for.

Among the latest novelties is the "double repp" paper, introduced by Mr. Willy Wallach. This paper is somewhat similar to the ordinary "repps," but it has an additional mark across the page, which will be found of much advantage to those who cannot write without lines. The "double repp" papers are made in all the various sizes and shapes, and in six different colors. The gen-

eral style of the paper is very elegant, and its future can be safely predicted from the large sale with which it has already met.

Messrs. Liebenroth, Van Auw & Co. are now pushing the sale of their "Perpetual Diaries," which have so far met with much favor. These diaries have become deservedly popular, and retailers prefer to handle them to any other. This comes of the fact that the stock is not lost at the end of the year, for the diaries are as good for one year as for another.

BOOKS RECEIVED.

SCROPE; OR, THE LOST LIBRARY, by Frederic B. Perkins. (Roberts Bros.) The above novel, which attracted a good deal of attention as it run through "Old and New," is now presented complete in book form. It will be found most excellent reading; it is full of choice bits of descriptions of out-of-the-way life in New York, and bubbles over with a quaint humor. "The Book Auction," in the opening chapter, is true to life, while in "Mr. Tarbox Button, the subscription-book publisher," and his canvasser, "Mr. Jacox," we have a most perfect picture of a type only too well known to the trade and the public at large. We specially recommend this book to booksellers, believing they can derive both profit and amusement from its perusal. 8vo, cloth, \$1.50.

A DANGEROUS GAME, by Edmund Yates. (Wm. F. Gill & Co.) Mr. Yates has utilized his recent tour through the "States" by embodying his experiences and observations in a very pleasant novel. He has given a better-natured sketch of New York society, and a kindlier picture of the American, than habitually falls from an Englishman's pen. Exception may be taken to the character of the novel, which is somewhat sensational, its chief incident being a murder; but apart from this, the reader will glean real pleasure from the vivid portraiture of our ways and customs, and the apparently sincere admiration of the author for our beautiful city. 8vo, paper, 75 cents.

FROM THE CLOUDS TO THE MOUNTAINS, by Jules Verne. (Wm. F. Gill & Co.) In this volume we have four short stories by Verne never before translated: "A Drama in Mid-Air," "Dr. Ox's Hobby," "Master Zachary," and "A Winter among the Ice-Fields." Also a very interesting account of the "Fortieth French Ascent of Mont Blanc," made by Paul Verne, a brother of Jules Verne, and also narrated by him. Illustrated, 12mo, cloth, \$1.50.

UNDER THE TREES, by Samuel Irenæus Prime. (Harper & Bros.) A miscellaneous collection of letters and papers written out "under the trees," and strongly impregnated with the summer sunshine, the hum of insects, and the balmy breezes from off the Hudson, on whose banks the genial author spread his tent during the summer heats, and recorded his thoughts, grave, humorous, and religious, as they came. 18mo, cloth, \$2.00.

PROGRESSIVE ENGLISH EXERCISES IN ANALYSIS, COMPOSITION, AND SPELLING BY THE USE OF SYMBOLS, by Henry W. Siglar, A. M. (Henry Holt & Co.) An entirely new method of teaching grammar, spelling, and composition. The practical usefulness of the work can only be appreciated by an examination of it. 12mo, cloth, \$1.00.

HULDA; OR, THE DELIVERER. After the German of F. Lewald. Translated by Mrs. A. L. Wister. (J. B. Lippincott & Co.) It would be impossible in our limited space to give an idea of the intricate plot of this somewhat lengthy story; we can only speak of it as we found it, as a novel of decided power and originality, with a heroine so charmingly fresh and lovely that the reader's interest can never flag while pursuing the thread of her chequered life through the mazes of the story. 12mo, cloth, \$1.75.

THE MODEL LANDLORD, by Mrs. M. A. Holt. 16mo, cloth, 60 cents. **WEALTH AND WINE,** by Miss M. D. Chellis. 12mo, cloth, \$1.25. (National Temperance So.) Two sad stories of the evils resulting from intemperance.

THE FALLING FLAG. (E. J. Hale & Son.) A short account of the evacuation of Richmond and the retreat and surrender at Appomattox, written by a member of the Seventh South Carolina Cavalry. 12mo, cloth, \$1.

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THE PHILOSOPHY OF SPIRITUALISM and TREATMENT OF MEDIOMANIA, by Frederic R. Marvin, M.D. (Asa K. Butts & Co.) The pith of these two lectures will be found original and amusing. The practices of spiritualism the author designates by the name of "mediomania." The causes from which "mediomania" springs he considers a diseased physical condition, his theory being strengthened by very plausible arguments. 12mo, cloth, \$1.25.

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THE PIONEER, by William Seton. (P. O'Shea.) A poem of the West and the early settlements, by the talented author of "Romance of the Charter Oak." 12mo, cloth, \$1.00.

LITERARY AND TRADE NEWS.

"NOT in Our Set," a translation from the German of Marie Lenzen, is in preparation by Messrs. Lee & Shepard.

FOR autumn books the Messrs. Roberts offer quite a variety, their list at present standing: An English Grammar, written in German by Carl Maetzner, and translated into English; two books by P. G. Hamerton, author of "The Intellectual Life,"—"Etchings and Etchers," a treatise critical and practical, and "The Sylvan Year;" Walter Besant's "The French Humorists;" "The Correspondence of Rev. Dr. Wm. E. Channing and Lucy Aikin;" Rev. R. St. John Tyrwhitt's "Our Sketching Club;" Madame Recamier's Correspondence, a companion volume to the "Memoirs;" "Life of Thomas Brassey," by Sir Arthur Helps, with an introduction written expressly for the American edition by the author; "The Naturalist on the River Amazon," by H. W. Bates, F. L. S.; a translation of "Ma Sœur Jeanne," George Sand's new novel; Rev. R. T. S. Lowell's story "Antony Brade," a book for boys; a new Christmas story, by Christina Rossetti; "Mischief's Thanksgiving," by Susan Coolidge, author of "What Katy Did," etc., and "More Bed-Time Stories," by Mrs. Louise Chandler Moulton.

THE first three volumes of the series "Epochs of History," edited by M. E. E. Morris, which the Messrs. Scribner, A. & Co. are to publish, are already in press. They are "The Era of the Protestant Revolution," by J. Seebohm, author of "The Oxford Reformers, Colet, Erasmus, More," "The Crusaders," by Rev. G. W. Cox, M.A., author of "The History of Greece"; "The Story of the Great Persian War," etc., and "The Thirty Years' War, 1618-1648," by S. R. Gardner.

JEAN INGELOW's first novel, "Off the Skelligs," has done so well that she is tempted to make a second venture, which will be published first serially in the *Weekly Graphic* and afterwards in book form by the Messrs. Roberts.

A CAREFUL gleaning of the best poems of Frederick Locke, Austin Dobson, C. S. Calverly, Landor, Swinburne, Leigh Hunt, Praed, Thackeray and other happy writers of "Society Verses," has been made by the Messrs. Henry Holt & Co., and embodied in a dainty little volume for the library table called "*Vers de Société*." The book is already in press and will be issued immediately.

A NEW book of society verses is imported by Scribner, Welford & Armstrong, entitled "Muses of Mayfair." It has in its table of contents the names of Bret Harte, C. G. Leland, J. R. Lowell, Aldrich, and Saxe.

To supply the need that every State having in any wise a developed school system must feel, a "School Journal," similar in plan and scope to those already existing in many States, is to be established in Maryland, under the joint charge of M. A. Newell and W. R. Creery, with Messrs. Kelly, Piet & Co., of Baltimore, as publishers.

IN early Fall Messrs. Hurd & Houghton will bring out "His Two Wives," by Mrs. Mary Clemmer Ames, at present a serial in *Every Saturday*.

MRS. HELEN HUNT, ("H. H.") is busy over "Bits of Travel about Home." It will contain several chapters on Colorado, where she is spending the summer.

THE fifth volume of Dr. Flint's Physiology will be published by the Messrs. Appleton next week.

THE report that Prof. Longfellow was to write a biography of Charles Sumner is now denied.

A NOVEL by Alexander Dumas, Jr., based upon the Walworth parricide, has just been published in Paris.

THE

AMERICAN BOOK TRADE CONVENTION.

HELD AT PUT-IN-BAY, O., JULY 21, 22, AND 23.

[THIRD CONVENTION OF THE AMERICAN BOOK TRADE UNION.]

I.

OFFICIAL MINUTES.

REGISTER.

IN attendance at the meeting of the Publishers with the Am Book Trade Union held at Put-in-Bay, Lake Erie, July 21, 22:

Geo. W. McGinnis, firm of McGinnis & Runyan,
Princeton, N. J.
F. E. Peaslee,.....Battle Creek, Mich.
Thos. W. Deland (Little, Brown & Co.),
Boston, Mass.
J. W. Daughaday,.....Philadelphia.
Joseph Knight (H. B. Nims & Co.),...Troy, N. Y.
C. L. Kurtz (Kurtz & Norris),.....Athens, O.
I. R. Fiske (Fiske & Douglas), Ann Arbor, Mich.
Howard Challen,.....Philadelphia.
A. E. Welch (for W. W. Harding),...
Isaac C. Aston,.....Columbus, O.
Robert Clarke,.....Cincinnati, O.
William Lee (Lee & Shepard),.....Boston.
B. H. Ticknor (J. R. Osgood & Co.),...
J. P. Martin (A. J. Holman & Co.),...Philadelphia.
A. J. Holman,.....
John H. May (Porter & Coates),...
A. F. Payne,.....Dayton.
John H. Thomas,.....Dayton, O.
J. W. Cobb,.....Cleveland.
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L. C. Duff,.....Cleveland.
H. N. Thissell,.....Philadelphia.
N. A. Hanna,.....Cadiz.
Charles Anthony,.....Springfield, O.
Geo. E. Stevens,.....Cincinnati.
Jas. C. Sturges (Williams, Sturges & Co.),
Knoxville.
T. H. Payne (Patten & Payne),...Chattanooga.
J. F. Vogelius (Henry Holt & Co.),...New York.
H. H. Prugh,.....Springfield.
Abel Low,.....
Aug. B. Auerbach,.....Berlin, Prussia.
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Andrew Geyer,.....New York.
Timothy Nicholson,.....Richmond, Ind.
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W. H. Eager (Brown & Eager),.....
Geo. B. Brown,.....
W. N. Faunce (Brown & Faunce),.....
Chas. Humphrey,.....Adrian.
W. F. King,.....
T. D. Woodruff,.....Quincy.
W. D. Baker (Gray, Baker & Co.),...St. Louis.
C. F. Conrey,.....Urbana.
W. J. Walker (Theo. Butler & Sons),...Buffalo.

R. J. Tappan,.....Liverpool, Eng.
Silas T. Bowen,.....Indianapolis.
A. Setliff,.....Nashville.
J. W. Gunn,.....Springfield, O.
O. J. Victor,.....New York.
J. S. Baker (Baker, Pratt & Co.),...
Alfred B. Miller,.....South Bend.
W. H. Watson,.....Aurora, Ill.
Joel McMillan,.....Salem, O.
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Dubuque, Iowa.
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Edwin Regal,.....Oberlin.
Hiram Hadley,.....Chicago.
H. H. West,.....Milwaukee.
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Geo. Remsen (Claxton, Remsen & H.),...Phil.
A. C. McClurg (Jansen, McClurg & Co), Chicago.
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Ingham, Clarke & Co.,.....Cleveland.
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A. D. F. Randolph,.....
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Bart Wistar (Wistar, Wales & Co.), Minneapolis.
W. S. Appleton (D. Appleton & Co.), New York.
W. H. Kelly,.....
A. Eyrich,.....New Orleans.
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W. J. Shuey (U. B. Pub. House),...
R. R. Bowker (*Publishers' Weekly*), New York.

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Stephen E. Brooks, Cleveland.
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COMMITTEE ON ENROLLMENT.

L. C. Duff, Cleveland.
Chas Anthony, Springfield.
J. P. Martin, Philadelphia.
T. D. Hubbard, Columbus, O.

On motion of J. W. Gunn, of Springfield, O.:

Resolved, That every motion be reduced to writing before being offered, and that the chair name each speaker recognized.

Adjourned till 10 A.M. Wednesday.

JOHN H. THOMAS, *Secretary*.

Committee on Affairs of Trade met at 8½ P.M., Wm. Lee, of Boston, in chair. All present but J. H. Reed, of Mansfield.

On motion, John H. Thomas, of Dayton, elected Secretary.

Chairman stated business of committee and read platform of A. B. T. U.

Mr. Randolph, of New York, asked for views of school-book publishers in Board of Trade.

Remarks by Messrs. A. C. Barnes, Isaac Sheldon, C. S. Bragg, H. Hadley, W. H. Watson, Geo. B. Brown, I. C. Aston, A. Setliff, Jos. Knight, Wm. Lee, Geo. E. Stevens, Martin Taylor.

It was moved by Geo. B. Brown, of Toledo, that 15% be maintained by publisher, jobber, and retailer, as the maximum discount to any one outside the legitimate trade.

Remarks by A. Eyrich, A. D. F. Randolph, Martin Taylor, T. Nicholson.

Adjourned to Wednesday at 9 A.M.

SECOND DAY'S PROCEEDINGS.

PUT-IN-BAY, July 22.

Committee met at 9 A.M.

By Geo. B. Brown, of Toledo, in place of resolution offered last night:

Resolved, That 15% shall be the maximum discount maintained by publisher, jobber, and retailer, on books sold in quantities to libraries, professional men, and other large buyers outside the regular trade.

Remarks by Martin Taylor.

By Mr. Taylor: Moved that 20% be substituted for 15% in the resolution before the meeting, except that on medical books 10% shall be the maximum. Carried.

Remarks by Messrs. Randolph, Nicholson, Aston, Setliff, Hadley, Taylor.

By Mr. Hadley, of Chicago: Moved that the resolution be amended by substituting "allowed" for "maintained." Carried.

Mr. Brown's resolution as amended carried.

By Mr. Sheldon: Moved that a sub-committee of five, with Mr. Lee as chairman, prepare resolutions to express the sense of this committee. Carried.

Committee appointed were Wm. Lee, Isaac E. Sheldon, Robert Clarke, Geo. B. Brown, and A. D. F. Randolph.

Sales of school-books to the trade by introduc-

tion agents were discussed by Messrs. Baker, of St. Louis, Eyrich, of N. O. and Barnes, of N. Y.

Trade sales discussed by Messrs. Randolph, Lee, Sheldon, Holman, Brown, Bowen, Ticknor, Stevens.

On motion of Mr. Stevens, of Cincinnati:

Resolved, That it is the sense of this Convention that all branches of the trade would be benefited by the abolition of the system of commercial travelling on the part of both publisher and jobber.

On motion of Rev. Dr. Hitchcock, of Cincinnati:

Resolved, That it is the judgment of this committee that the system of Trade Sales may be greatly improved, and that we recommend the subject to the consideration of the sub-committee.

Permanent organization discussed.

On motion, adjourned to meet in the Convention at 3 P.M., and to report through sub-committee.

July 22, 1874, 10 A.M.

Convention met and adjourned till 3 P.M., as the Committee of Thirty was not ready to report.

July 22, 1874, 3 P.M.

Convention resumed its session.

The Committee on Finance made a partial report through B. H. Ticknor. [Voluntary subscriptions obtained to about \$1200.

The Committee of Thirty, Wm. Lee, chairman, made a report (*see p. 4*) of the platform of this association. Adopted.

On motion, the Convention proceeded to consider separately the resolutions embodied in said report. After prolonged discussion, the first resolution was passed by a vote of 112 to 2. The other resolutions were adopted unanimously.

By Wm. F. Gill, of Boston, moved that the retail prices of books published in the United States are lower now than at any previous time during the past ten years, and that any reduction of prices is inexpedient.

Referred to Committee of Thirty.

By Mr. Grosvenor: Moved that publishers issuing subscription books be earnestly requested to place agencies for solicitation and sale of their books in the hands of the regular trade, where the trade will attend to the business for them properly.

Referred to Committee of Thirty.

On motion, a committee of twelve on permanent organization was appointed as follows:

A. C. McClurg, of Ill., *Chairman*.

I. C. Aston, of O.	J. S. Baker, of N. Y.
John H. Thomas, of O.	H. N. Thissell, Phil.
T. W. Deland, of Mass.	T. Nicholson, Ind.
Geo. E. Stevens, of O.	W. D. Baker, Mo.
Geo. H. Smith, of Mich.	A. C. Barnes, N. Y.
Jos. Knight, of N. Y.	

THIRD DAYS' PROCEEDINGS.

PUT-IN-BAY, O., July 23, 1874, 9 A.M.

Convention resumed its session.

Committee on Permanent Organization re-

ported the Constitution, which, after an amendment, was adopted. [See below.]

Officers for the ensuing year were elected as reported by the Committee on Organization, each name being received with applause, that of the President being received with extraordinary enthusiasm. They were as follows:

President.

A. D. F. Randolph, New York.

First Vice-President.

Isaac C. Aston, Columbus.

Second Vice-President.

Martin Taylor, Buffalo.

Third Vice-President.

H. H. West, Milwaukee.

Treasurer.

Timothy Nicholson, Richmond, Ind.

Corresponding Secretary.

James S. Baker, New York.

Recording Secretary.

John H. Thomas, Dayton.

1st Com.—Executive Committee.

Wm. Lee, Boston.

A. F. Payne, Dayton.

W. D. Baker, St Louis.

E. L. Jansen, Chicago.

Geo. H. Smith, Detroit.

W. S. Appleton, New York.

C. S. Bragg, Cincinnati.

A. Setliff, Nashville.

Wesley Jones, Burlington, Ia.

T. C. Andrews, Cleveland.

2d Com.—Committee on Assemblies.

Isaac E. Sheldon, New York.

Joseph Knight, Troy.

A. C. Barnes, New York.

Henry Holt, New York.

R. R. Bowker, New York.

3d Com.—Arbitration Committee.

Robert Clarke, Cincinnati.

Geo. Remsen, Philadelphia.

Geo. B. Brown, Toledo.

S. A. Clarke, Pittsburgh.

R. Crampton, Rock Island.

4th Com.—Finance Committee.

S. T. Bowen, Indianapolis.

B. H. Ticknor, Boston.

G. B. Grosvenor, Dubuque.

Geo. E. Stevens, Cincinnati.

W. H. Gross, Hartford.

PLATFORM.

REPORTED BY COMMITTEE OF THIRTY.

Whereas, The retail booksellers of this country are a most important element of civilization, second only to the church and school-house, and no village or town can be thoroughly prosperous which does not contain at least one good bookstore where the best literature of this country and the world is attractively displayed; and,

Whereas, The late controversies and distractions existing in the book trade, and the custom which has grown up on the part of the publishers and larger city dealers of selling books to private consumers at very nearly the same rate at which the local bookseller can purchase them, has rendered it impossible for the local dealer to suc-

cessfully invest his capital in a stock of books to meet and develop the wants of his own section; and if this evil is not checked at no distant day the whole business of selling books must fall into the hands of large city dealers or peddlers, greatly to the detriment of local communities; therefore be it

Resolved, That the discounts which have heretofore been allowed to ministers, teachers, and libraries, on the ground that they are common workers with us in the distribution of knowledge, be as follows, namely: that a discount not exceeding 20 per cent. on miscellaneous and school books, and 10 per cent. on medical books, may be allowed by publishers, jobbers, and retailers, to professional men and teachers, and on goods sold in quantities to libraries and large buyers, outside the trade.

Resolved, further, That we deem it right and for the best interests of book buyers to make their purchase of, and to sustain the local bookseller, that the business of the locality may be developed for the common good. The business of selling books at best is not among the profitable kind of commercial enterprises, and yields but a fair living, and requires unusual intelligence to successfully prosecute it.

Resolved, That in view of the insufficiency of the present system of trade sales, and also of commercial travellers to meet the wants of the trade, that in lieu thereof this Convention appoint a committee with power to establish and conduct a semi-annual Book Trade Sale or Fair, at which the publishers shall offer their books during the period of the sale or fair at special terms to the trade.

Resolved, That the publishers be requested to send, as far as possible, editorial copies through the local bookseller, and that the bookseller exercise due care in the prompt delivery of the books and in the transmission of notices to the publishers.

Resolved, That this Convention most cordially recommend to publishers the project of Mr. E. Steiger, of New York, as set forth in his circular, of compiling and distributing among booksellers classified catalogues of American books and reprints, and hope that the publishers will sustain him by promptly furnishing him with their catalogues and such information as he desires to complete his lists.

Resolved, That this Convention recognize the "*Publishers' Weekly*" as the established organ of the entire trade, and recommend it to publishers as the medium through which they should make their "first announcement" of books they propose to publish, and the full title of all books immediately on publication.

Resolved, That the Convention appoint a Committee on Permanent Organization of the Book Trade of America, the committee to report on Thursday morning.

CONSTITUTION OF THE AMERICAN BOOK TRADE ASSOCIATION.

REPORTED BY COMMITTEE ON PERMANENT ORGANIZATION.

1. The name of this organization shall be THE AMERICAN BOOK TRADE ASSOCIATION.

2. Its object shall be the promotion of the interests of the Book Trade in the United States,

and the improvement of its methods of doing business.

3. Its officers shall be a President, three Vice-Presidents, a Treasurer, a Recording Secretary, and a Corresponding Secretary: to be elected at the Annual Meeting of the Association, by a majority of the members present. Their duties shall be the usual duties of such officers.

4. Its permanent committees shall be elected in the same manner and at the same time as the officers, and shall consist of—

An Executive Committee, of ten;

A Committee on Assemblies of the Trade, of five;

A Committee on Arbitration, of five;

A Committee on Finance, of five.

5. The Treasurer shall give bond to the President, in the sum of One Thousand Dollars, and shall pay out moneys only on the order of the Chairman of the Finance Committee.

6. The duties of the Executive Committee shall be the general oversight of the affairs of the Association, and to attend to all business not specially given to any other committees.

7. The Committee on Assemblies of the Trade shall select the places and make all necessary preparation for holding the regular and other meetings of the Association, and shall notify all members of the same in due season, by their Secretary.

8. The Committee on Arbitration shall take cognizance of all complaints made against members, for alleged infractions of the by-laws. They shall endeavor, if possible, to reconcile the parties, and if not successful, shall publish, in the official organ of the trade, a complete statement of the case, with their conclusions, and present the same to the Association at its next meeting.

9. The Committee on Finance shall devise ways and means for paying the necessary expenses of the Association; shall be empowered to levy assessments in addition to the annual dues, if necessary, not to exceed Three Dollars on each member in any one year, and shall audit the Treasurer's accounts.

10. The officers and committees shall hold office for one year, or until their successors are elected.

11. The Annual Meeting of the Association shall be held commencing on the second Tuesday in July of each year; and Special Meetings may be called by the President on the unanimous request of the Executive Committee.

12. Any publishing or bookselling firm, or author, may become a member by signing this Constitution, and paying annually the sum of Two Dollars.

13. The Executive Committee of this body shall have the power to fill all vacancies that may occur in committees, and each committee shall have authority to delegate its powers to one or more persons.

14. This Constitution may be amended at any meeting by a two-thirds vote.

JOHN H. THOMAS, *Secretary*.

II.

ADDRESSES AND LETTERS.

PRESIDENT'S ADDRESS.

GENTLEMEN OF THE CONVENTION: I certainly did not expect to preside over your deliberations. I suppose, inasmuch as you have done me the honor to put me in this position, I may be

permitted to thank you for your confidence and your regard.

There have been greater conventions than this: political conventions; conventions in the interest of science; conventions in the interest of religion; and yet I conceive that a Convention of Booksellers is not one in the interests of a mere trade. It is something higher than that in its influence, in its grasp and hold upon the public mind. It has a relation and a significance greater than it would seem to have in the eye of a casual observer. I rejoice to say that I have been a bookseller for nearly half a century. (Applause.)

I think that if I had brought my industry, if I had brought my patience, and had given the more than 40 years of my life to some other calling, I might have had larger possessions of earthly goods than I have to-day. But I count it as an honor to have done something to make the world better; something, the design and tendency of which was to lift my fellow-man to a higher scale. And so, while I honor the men of great enterprise, of great sagacity, who have planned great schemes that have developed this continent, and am satisfied that they should have their reward—a golden reward—I am satisfied with such a measure of success as I have had as a bookseller and publisher. (Applause.)

I regard this as a meeting of great importance, not only to ourselves, but to the public at large. I regard it as of absolute importance, because I hope it will bring us who are booksellers to the selling of books and the cutting off of the gimcracks. (Laughter and applause.)

In the beautiful city of Cleveland, with its massive piles of stone, its buildings loaded with the wares and merchandise of the world, where the men who sell dry goods, millinery goods, threads and needles, may pile their buildings six stories in height, and cram them full from the cellar to the garret, I saw your bookstores, their windows crowded with what? With *Crandall's Acrobats*. (Laughter.) I tell you, gentlemen, I knew what it meant. I knew what was going on all over the land night before last, when three of us walked along the streets of Rochester and saw everything in the windows of the bookstores but books. Is it possible that in this land, where we boast so much of our education, of our higher schools of education, of our great system of common schools, that the selling of books is giving us such small pecuniary results that we are to tack on anything and everything to eke out a living? I hope that this Convention means something. And we must be careful that we do not do injustice to the public. That the selling of books does not pay us is not the fault of the public. It is our fault. We have been so anxious to do good that we have gone on giving ten, fifteen, twenty, twenty-five and thirty per cent. to the people to take our books away from us. The whole thing is perfectly absurd.

And now, gentlemen, in your discussions let there be harmony. There are conflicting opinions among us. There are great and varied interests to be consulted. But we can do it if we will. I admit that there seem to be difficulties here, difficulties out of which there seems to be no way of escape.

A few years ago, in the city in which I have the honor to live, we had been ridden over; we had been plundered; we had been robbed to the last degree, and our whole municipal government was in the hands of a set of men banded together

stronger than if bound with bands of iron. When that poor outraged people kept looking on, conscious of their degradation, conscious of the plundering that was going on, robbing them of their very vitals, they were met with the remark on the part of these very plunderers themselves, "What are you going to do about it?" But there came a gathering on a certain night—a gathering of a few thousand people in one of the public halls of New York. That was the organization, and the movement went on and on until the whole ring was swept out of existence, and its chief is on Blackwell's Island to-day. (Applause.)

Last February there was a small company of men gathered in Cincinnati. I told you, as you know, that I came from New York. They sent out their circulars and invitations, and I believe that the house which I represent was the only house in the city of New York that publicly recognized that Convention. (Great applause.) The Convention was insignificant in numbers. Is it growing, gentlemen? My friend Aston's wheel had them all together in the hub, in the spokes, in the tire—they were all going around together. Very well, gentlemen. It may be that there are some who will resist the insertion of the spokes in the hub and the banding of that wheel. Perhaps, then, we shall have the old classic story over again, of being bound upon a wheel and crushed in its turning. (Laughter and applause.)

ADDRESS OF WELCOME.

BY GEORGE B. BROWN, OF TOLEDO.

Let me say in the beginning that I find I have undertaken an unexpected task. I heartily share with you feelings of gratulation that this movement, so lately begun, has attracted to its support such large and influential portions of the trade, as is apparent from the number of its representatives here, saying nothing of those who will be with us during the more important part of the session, or of those who, by letter, have given their support to our undertaking.

I am sincerely glad to welcome you to what we of this section call our beautiful island, washed by blue waves, and covered by green growing vines. You will find it a pleasant retreat, and I doubt not will be tempted to come to it again, not called by business, as to-day, but lured by visions of rest and recreation to its beautiful bays and vineyards. You are, no doubt, all very familiar with its historic fame, yet from those better acquainted with its traditions, you may learn of many points of interest which you will be glad to recognize and remember.

We meet in quiet to-day near the spot where our forefathers met their country's enemies years ago, and many of those whose blood was the price they paid for the victory that was "ours," lie buried within a few feet of us. We do well to call these days to mind, for while, as business men, we meet to consider matters pertaining to our avocation, we may not forget that we are citizens whose duty it is to keep green the memory of our defenders. And who shall say that we, as we make and distribute the literature of our land and time, are not bearing an important part in the events which are to give permanence to the advantages they won for us?

To these scenes and to such memories I welcome you.

Welcome is a pleasant word to speak, and as pleasant to hear. It is twice blessed. It has no

shadow over it, like a word of parting. It is full of promise of geniality and good fellowship, and I like to say it; for anticipations of good fare, of kind courtesy accorded an honored guest by generous hosts, dance before the pleased fancy as the word falls upon the ear.

I regret that I cannot just now encourage such flights, for I fear we must "reckon with our host" before we can depart with his blessing; but I may be permitted to express the hope and to direct your minds to that instead, that there is in our gathering a promise of prosperous times, the result of our deliberations here, worthy of notice and of fond anticipation.

In the matter of good fellowship our welcome lacks not a whit; and permit me to express the belief that one of the best results of our meeting will be the personal acquaintances formed, which must assist greatly in smoothing the asperities of competition, where they already exist, and in laying the foundation for such a state of good feeling and mutual confidence that these recriminations cannot arise in the future.

We have many of the trade with us to-day whose faces we looked for in vain at our convention in Cincinnati, yet, as now, we then believed you were with us in sentiment and ought to be with us in labor.

Some of you, by the help of the mighty dollar, have become members of the Union, and the contact of your shoulders to ours, as we stand in line, does us good. As comrades I bid you a hearty welcome, hoping much from your wisdom and influence. Others of you have not yet enrolled your names as members, in question still as to the special aims we have in view. You are very welcome to share in our deliberations, and if you should finally choose to go without joining us we promise to call you no bad names and to let the mantle of charity cover your short-sightedness.

And you, publishers, with what warmth of affection do we extend to you the right hand of good fellowship! We are convinced we shall not soon see enough of you. Our "Somewhat to say to you" has lost any sharpness you may ever have imagined it would have, since you so courteously met our representative and showed so manifest a desire to co-operate with us in our attempt to reform the methods of business which embarrass the trade, in a spirit of good-will and by fair concessions.

We may not be able at once to agree as to what plans are best, and in urging our views we may use some plain speech, but we will remember that our interests are really much in common.

We shall take great pleasure in hearing your side of the question fairly stated, and if there should be among you, as I trust there is, some one of those whose thoughts we bring to the minds of the people who has not been already included in my words of welcome, we have an honored place for you in our council, and as in cordial good-will we sit together, may our mutual plans be begotten of wisdom and our meeting be kept in memory with benisons for the advantages gained and pleasant acquaintances formed.

THE LETTERS.

[BELOW are given either in full, or by extracting the salient paragraphs, the more interesting letters written to and in connection with the Convention:

Letters were also received from Mr. W. H. Appleton, regretting that he could not address

the meeting as requested, and expressing his best wishes toward it; from G. W. Dillingham, of G. W. Carleton & Co., expressing their regret at not being able to be present; and from many booksellers throughout the country, many of whom authorized specified dealers in attendance to act for them by proxy.]

BOSTON, July 21, 1874.

ISAAC C. ASTON, ESQ., *Pres't Am. Book Trade Union.*

MY DEAR SIR:—I regret very much that I am unable to be present at your Convention, to which you were so kind as to invite me. I regret it for my own sake, because I should be glad to meet the gentlemen of the "Trade" to whom I am personally under so many and great obligations, and I am sorry to miss the "good time" which the attractions of Put-in-Bay suggest, for I know they must be a hundredfold more enjoyable with such a company as gather there to-day. I regret, too, to be deprived of the privilege of making the address which I see by the programme was "hoped" from me. Of course, in this connection, I am sorry to be absent for your sakes, for in such a presence I could not have helped being eloquent "clear down to my boots," and, as the "Trade" are jolly fellows so far as I know them, disposed to laugh at the follies of others, I am tolerably confident that I should have been able to amuse them, even at my own expense.

I was about to say a word about the vine-growing region in which your Convention meets, but I am reminded that all the publishers and booksellers I have ever met were fanatical total-abstinence men, who would rather die or go to Congress than taste Catawba wine, and I forbear. But I congratulate them upon the purity of the water of Lake Erie, though I hope the "Trade" won't drink it all up, as some of it is still needed for purposes of navigation.

I have no doubt I have suffered quite as much from the book-publishers as Mrs. Partington and Ike, but I have contrived to endure my sufferings up to the present time, and even to soar far enough into the upper flights of Christianity to love the men who persecute me. I freely forgive them, and I wish them all manner of prosperity and happiness, individually and as an association.

With my kindest regards to you, Mr. President, and my thanks for your courteous invitation, I am,

Very truly yours,

WILLIAM T. ADAMS. [*"Oliver Optic."*]

NEW YORK, July 14, 1874.

ISAAC C. ASTON, ESQ.

DEAR SIR:—My uncle Fletcher cannot be with you at Put-in-Bay on account of the illness of his only surviving brother, Mr. John Harper, who I fear may not live many days longer,—and the same sad cause will prevent other members of our firm from being present on the occasion.

My uncle Fletcher's regret is sincere at being unable to participate in the proposed festivities, for his whole heart and all his sympathies as a publisher are with the Trade of which he is now the Nestor. Everything which may promote its interests and increase its usefulness is dear to him. Quite apart from any business action which may be taken by your Convention (and on which there may be various opinions) it is certain that the great result will be attained of good-fellowship and kindly feeling among the various members of

our craft and calling, which embrace some of the most intelligent and honorable men in the world.

Our firm unites in hearty good wishes for you personally and for all our brethren of the Trade, and we hope that the Put-in-Bay meeting may be happy to you all by a careful observance of the golden principle, *Pleasure before Business*,—as much of the former and as little of the latter as possible.

Faithfully yours,

J. W. HARPER, Jr.

N. Y., MONDAY, July 20.

SECY. OF THE BOOK TRADE UNION.

DEAR SIR:—We regret to say that a peculiar combination of circumstances prevents our sending a representative to the Convention of the Book-trade at Put-in-Bay. We beg to assure you, however, that the objects which call you together have our most cordial sympathy, and we earnestly trust that your consultations may result in the adoption of practical measures for the correction of the abuses which have interfered so seriously with the general prosperity of the trade.

We are, respectfully yours,

SCRIBNER, ARMSTRONG & CO.

NEW YORK, July 17, 1874.

THOS. D. HUBBARD, ESQ., *Secretary, etc.*

DEAR SIR:—We regret to find that it will not be practicable for either member of our firm to be present at the coming Convention.

We desire, however, to express through you, our great interest in the work that the Convention proposes to accomplish, and our full sympathy with the aim of harmonizing the various interests in the book-trade.

We shall be very glad if it may be found possible to establish some general system of conducting the book business, which, receiving the full support of all the dealers, shall render it possible to get a fair amount of "bread and butter" out of both the making and the selling of books.

We should, however, deprecate any *sweeping* arrangements, which, planned without a fair consideration of *all* the circumstances and necessities, would be more or less impracticable of execution, and should consider it of essential importance that any agreement affecting conditions or terms of sales should receive the co-operation of *all* interested, as an agreement assented to by but a portion of the trade would work unfairly, to the disadvantage of those who signed it, and to the profit of those who declined.

With our best wishes for a pleasant, effective and successful meeting of our "brethren of the guild,"

We are, yours very truly,

G. P. PUTNAM'S SONS.

NEW YORK, July 8, 1874.

MY DEAR MR. ASTON: I'm afraid there's going to be a blunder in not going far enough in the discount reduction.

At present the retailers give away 20 per cent. or more. You propose to prevent this by lessening the margin they have to give from. If you change discounts from 40 per cent. to 33½, you only lessen this margin 6½ per cent. That's too little to do the work. Unless you lessen it at least 10 per cent., by making the extreme discount 30 per cent., I don't believe you will affect the matter materially.

Truly yours,

HENRY HOLT.

NEW YORK, July 18, 1874.

TO THE CHAIRMAN OF THE CONVENTION OF
BOOKSELLERS AND PUBLISHERS at *Put-in
Bay, O.*

MY DEAR SIR:—Knowing that you have come together with a desire to elevate the present condition of the Publishing and Bookselling trade of the United States, leads me to address you these few lines, to show you that you have my hearty co-operation. I have sent a gentleman by the name of James B. Weaver to represent me in your body.

If you believe in publishing good books, in charging a fair retail price for the same, in graduating discounts, so that both jobber and retailer can live; if you believe in compelling the publisher to sell his books, to a bookseller only, at a discount,—if, in fact, you believe in dealing honorably one with another, or if you have a desire to make the book trade the highest next to the Ministry of the Lord Jesus Christ, do with me as you will. I will stand by you and your acts through thick and thin.

Wishing you, gentlemen, every success,
Believe me, very truly yours,

ALBERT MASON,
Publisher, 129 Grand St., N. Y.

PHILADELPHIA, July 16, 1874.

ISAAC C. ASTON, ESQ., *Columbus, Ohio.*

DEAR SIR:—It is with extreme regret that I have to say that I shall not be at the Convention on the 21st.

I cannot represent our Board [Presbyterian Board of Publication] there for want of time to get such authority, and the only thing I can do is to give my individual support to anything that looks to overcoming the difficulties that attend the publishers and booksellers' business.

While I cannot represent the Board, I think I can say that they are opposed to the present system, and that if the trade adopt a different one, that we would try and adapt our business to it. Without any consultation with the other societies, I presume that about this would be their position.

Yours truly,
JNO. A. BLACK.

NEW YORK, July 9, 1874.

ISAAC C. ASTON, ESQ., *Columbus, O.*

DEAR SIR: I shall be unable to be with you, but I assure you that you have my best wishes for your success in stopping the "cutting" in prices on books.

Our society [American Tract Soc.] have always opposed the system of extra discounts, and stand now on the platform of "a fair price for the consumer, and a fair discount for the dealer."

Most truly,
H. E. SIMMONS, *Business Agent.*

PHILADELPHIA, July 17, 1874.

MR. I. C. ASTON, *President, etc.*

DEAR SIR:—We regret that we shall be unable to be present at the Convention of the Book Trade Union. While our business, as we explained to you personally, is wholly in school-books, yet we beg to express our sympathy with any action that will tend to a reform in bookselling. We understand that your action looks primarily towards a reformation in the selling of miscellaneous books; but such action must react on school-books. We shall therefore be very glad if the steps taken by the Convention can be followed or

adhered to by *all* publishers. We assure you that we are *ready*, *willing*, and *anxious* to do whatever we can to help the cause which we suppose every one of the Convention is engaged in, viz., the making of money in the sale of books.

Very truly yours,
J. H. BUTLER & CO.

PHILADELPHIA, PA., July 7, 1874.

MR. H. CHALLEN.

DEAR SIR:—In answer to your circular just received, asking our co-operation with the publishing and bookselling interests of Philadelphia, in the Convention at Put-in Bay, July 21, 1874, we desire to say, that we will indorse most fully the platform that may be adopted at that Convention, which shall effect the reform so MUCH NEEDED in the trade, protecting the interests of publisher and retailer alike.

We do not feel we can accept the kind invitation of the American Book Trade Union, but we feel a great interest in its successful termination and accomplishment of all that could be desired by the most enthusiastic advocate of reform. We shall watch the proceedings with great solicitude, and trust that those who meet to deliberate on this vital subject may be wisely directed to the end, that a basis for more honorable mode of conducting business as well as more lucrative return for effort put forth, may be enjoyed by *all* who have adopted our business as a profession.

We are, dear sir, yours fraternally,
J. C. GARRIGUES & CO.

ROCHESTER, N. Y., July 16, 1874.

J. W. GUNN, ESQ., *Sec'y.*

. I have expected to be able to attend the meeting at Put-in Bay, but find I am obliged to attend another Convention at the same date, which will prevent.

I fully concur in the movement, and think much can be done that will prove to the mutual advantage of both dealers and publishers.

I think your Convention might, with great propriety, take a still wider view of the trade, and do more to advance the interests of the business generally.

I have always thought our trade was more of a profession than a trade. The bookseller should be well-informed in his business. I am inclined to believe that in its professional character it is retrograding. Something may be done to give us better qualified clerks—young men who understand the literary character of the business. It is exceedingly difficult to find a young man nowadays as a clerk who has any knowledge of books, or who can serve a customer intelligently as a book clerk. We have all turned our attention more to selling gimcracks of all sorts—instead of pursuing our legitimate profession as booksellers. This is in consequence of the rut into which the business has been thrown by the course taken by publishers.

If we are to have the advantages of doing a regular book business, as the result of the action of our Association, let us try to elevate the character of the trade. I would propose that something be done to stimulate our clerks to become proficient. Say appoint a committee at this meeting to carry out a plan—which may be to offer the *Diploma of the Association* to all young men who have served four years in a bookstore and can pass an examination (which the committee may agree upon). The examination

should cover the names of authors, old and new; the names and number of their works; the general character of their books; and such other questions as cover the book department and stationery department of the trade.

The Secretary of the Association could appoint a committee of two or three in *any place* to examine the applicant, and on a favorable report could issue the Diploma. Every member of the Association should take the Booksellers' Circular or Trade Lists as issued, and furnish his clerks with the means of acquiring such information as is required. If we could stimulate our clerks to become intelligent in the trade, they would be of more value to us as well as to themselves, and furnish in the future a more intelligent class of booksellers.

Please submit this to the Association. I will do what I can to promote the general object of the Association.

Respectfully yours,
D. M. DEWEY.

P. S.—A book clerk seeking a situation with the diploma of this Association would be a sight worth seeing in these days.

WILMINGTON, DEL., July 7, 1874.
HOWARD CHALLEN, ESQ., *Philadelphia*.

DEAR SIR:—Your paper received containing notice of Put-in-Bay Convention. We find it will be impossible for one of us to be there as we had hoped to be; therefore we feel that they should know that we are heartily in sympathy with them, and as there are so few of us booksellers in this city, and without organization, we suggest that you act and vote for us; this will give us representation.

The points at issue are so plain, and the need of reform so urgent, that you cannot well do anything we would not indorse if there. We have stated our views several times in the *Publishers' Weekly*, so you know about where we stand.

We feel that this is the *great and only chance* to be had for years for creating a reform in the book trade, and if we should fail *now*, after all our effort, and with all the prestige of the Cincinnati Convention, then we could not get the trade to attempt it again for a long time, and the business would degenerate so low that the best men would leave it.

You must not fail to create a full and healthy reform. You have all the retail and most of the publishing trade with you, and such a chance will not offer again.

Go for *full*, ample, square and honest reform, and vote for us in every effort to secure it. If there are such things as proxies to vote, we will sign ours over to you, as you are probably as near in accord with us as any one.

Very truly,
BOUGHMAN, THOMAS & CO.

NASHUA, July 17, 1874.
MR. THOS. D. HUBBARD.

DEAR SIR:—We hail with pleasure the 21st, 22d, and 23d of this month, and shall watch closely the proceedings of the Publishers and Dealers at Put-in-Bay, hoping great good may result from the gathering.

Though absent in body, we shall be with you in thought, heart and hand, and earnestly pray that you may be wisely guided in all deliberations.

Every dealer, especially the retailer, will testify the need of reform in the book trade.

The question has been asked, if any special rules and regulations are adopted and accepted, Will the book trade abide by them? We say *yes*; for are not those engaged in publishing and selling books as *honest* as those in other branches of business?

We as retailers wish a reform that our business may be protected. The publisher and jobber also need a protection.

Trusting such action will be taken which will prove of benefit to all, we will say, *Go ahead*.

Truly yours,
S. M. MORSE & CO.

LONDON, June 11th, 1874.

J. W. THOMAS, ESQ.

MY DEAR SIR:—I find, after making numerous inquiries of retailers and publishers, that every one does just as he thinks best, in the matter of discounts to schools and the public generally. The few remarks made on the accompanying sheets are, I know, of very little interest, but there is really nothing to say that could, so far as I can see, be of benefit to the Association you represent.

It is quite certain that there is considerably more "esprit de corps" amongst the trade in America than here,

Yours truly,
CHAS. D. CAZENOVE.

LONDON, June 11, 1874.

The unprofitable results arising from underselling amongst retail booksellers are as great in this country (England) as in the United States; indeed, judging from the information received here, as compared with complaints which the writer has noticed in the columns of the *Publishers' Weekly* of New York, should say that the booksellers of the United States are much better off than the trade on this side of the Atlantic. Publishers here allow a discount of 20 per cent. to schools and the clergy off their own publications, and certain houses who deal exclusively with schools allow even more, making their profit on the supplying of stationery, etc., so that the trade in school-books is of little or no profit to the ordinary retail bookseller. In general literature it has been the practice with retailers, for some years past, to allow a discount of twopence in the shilling, about 17 per cent., to any person and for a single copy for cash. This leaves a margin of profit, if there is no dead stock. Some of the trade offer threepence discount or 20 per cent., and either soon abandon the system, or deal largely in what are known as remainders, new books sold off at auction on account of slow sale, on which large profits can be made. Some years since a leading firm of publishers attempted to stop the system of discounts to the public, by reducing the retail price of their books, and allowing the trade only 10 per cent. This plan might have succeeded, if retailers could sell for cash only, but, as 10 per cent. was not margin enough for books sold on credit, the trade would not buy the books of the firm alluded to, and the old prices were restored. It is certain that publishers here have attempted to protect the retail trade, and that the practice of underselling commenced with the retailers. There is nothing in this country similar to the trade sales in the States. Except at the annual sale dinner of certain houses, on travellers' visits, and when a book is first subscribed, when an additional 5 per cent. is allowed, terms and

discounts are adhered to by publishers. The usual discount to the trade is 20 per cent.; when 13 copies are ordered, 12 only are charged, and in some cases 25 copies are charged as 24, equal to 8 and 4 per cent. respectively. If all retailers, with these terms, would agree not to sell at less than 15 per cent. discount, or even at 20 per cent. for cash, the business would be fairly remunerative; but having to compete with houses and co-operative associations that give 25 per cent., the retail trade in books is less remunerative, and other branches of business are added in order to make profits. Numerous efforts have been made in order to place matters on a more satisfactory basis, but so far unsuccessfully. A strong attempt was recently made in Edinburgh, with what success the following shows—from the *Bookseller*, June, 1874:

"EDINBURGH.—The following circular tells its own tale, and is another illustration of the sad disorganization which exists in the book trade in this city, as in so many other parts of the kingdom:—*Retail Bookselling.*—Notwithstanding the almost unanimous desire of the booksellers in Edinburgh to endeavor to carry out in a friendly spirit the suggestions embodied in the "*Proposal to Retail New Books from Sixpence to Two and Sixpence at the Publishing Prices*," circulated a few days ago, it has been found expedient, in the meantime, to abandon the project. Without the least pressure or coercion, sixty members of the trade cordially assented to the proposition, and signed the agreement; two booksellers, however (one in the old town and another in the new), antagonistic to the movement, refused, no *tangible* reason being assigned; consequently the effort, so desirable to improve the condition of the trade, in respect of underselling and over-keen competition, has been thwarted owing to their declinature."

It is to be hoped that at the meeting of the American booksellers some plan may be adopted that will be of benefit to themselves, and an example to their more unfortunate brethren on this side of the water.

CHARLES D. CAZENOVE.

NEW YORK, June 15, 1874.

ISAAC C. ASTON, ESQ., *Columbus, O.*

DEAR SIR:—During the conversation which I had the pleasure of having with you when in New York, you expressed the wish that I would reduce to writing the remarks which I happened to make in regard to the organization of the German book trade.

In doing so, I wish it to be understood that I do not in the least pretend to advance any criticism upon the American mode of carrying on the book business, of which I know too little in its details to give an intelligent judgment, but you may possibly find, in the plain facts which I intend to state, a few germs that can be advantageously developed in your and your Committee's desire for a reform in the deplorable state of our honorable calling, in which I take the deepest interest, although myself not directly affected by the condition of the American trade.

An experience of more than 40 years in the book business—over 17 years in Germany and since 1850 in America—has naturally led me to a careful comparison of the different methods pursued in these two countries, and willingly admitting that many causes exist which necessitate differences to mutual advantage, there is one vital principle in the German trade which I honestly

believe ought to be uniformly adopted in all countries where the book trade has such an importance as in America and in Europe.

It is generally admitted that the book business is different in principle from any other mercantile business. The general rule of commerce is "to buy as low as you can and to sell for what you can get—according to the law of supply and demand, etc., etc." In the book business the rule is, or ought to be, to buy and to sell at fixed or uniform prices. The manufacturer—publisher—brings to light a certain production in a given number, of which each product (copy) is entirely and absolutely like the other, of which, in fact, any difference is an absolute impossibility. For this product the publisher fixes a certain price according to the expenses which he incurs or according to the sale which he expects, and the particulars of which are nobody's business but his own. *He* thinks, for instance, such a book is worth one dollar, *and he advertises it at this price.* Not being able to reach all purchasers himself, the publisher requests his friends—the retailers—to help him in the sale of his article and remunerates them for their trouble and business expenses by paying them for it, or, in other words, by giving them a discount which must be proportionate to the possibility of sustaining a respectable establishment that is judiciously located in such a neighborhood where a sufficiently intelligent community can be expected. In Germany every retailer deals directly with the publisher, who furnishes his book either on account—to be settled yearly at the large Fair at Leipzig, where they meet in friendly intercourse and become personally acquainted with each other—or for cash with a corresponding discount, usually 5 per cent. Now, if a retailer should offer a book at a lower price than is advertised, the publisher will tell him at once: "How, my friend, is this? Don't you know that *I* have fixed the price of *my property* at one dollar, and not at 90 or at 80 cents? How can you dare to diminish the value of my book by offering it at a lower price than I consider it worth? If the discount which I have given you *for your benefit* is too large for you—very well, you will henceforth get less, but any renewal of a depreciation of my publications will be followed by closing your account."

In America it seems to be just the reverse. A publisher advertises a book for one dollar, but he turns round immediately and tells the public that he does not consider it worth a dollar—first by offering to pay postage on it, next by selling it himself on the least pretext—or without any pretext whatever—for 80 cents or 75, or even for 50 cents. *Why* the publisher should wish to depreciate his books in this way, I have never been able to understand, but the fact is undeniable that he does do it. Equally certain it is that the whole book trade loses the solid foundation on which it ought to rest, and the harm which it works is deeply felt in the branch of imported books. It has been the habit of the foreign booksellers to unite on a uniform scale, based on a reasonable rate and in proportion to the occasionally changing import duties; and these rates are so strictly adhered to, that every customer can make his own bills from the original catalogues; but lately, frequent letters are received, saying, "I can buy American books at 25 per cent. discount, can't you do the same on your foreign books?" *Of course* all such inquiries are answered in the negative, but they give a great deal of trouble and annoyance.

In stating the above *rules* of the German book trade, I must admit not only that there are occasionally black sheep in the fold who try and may succeed for a short time in making mischief, but also that there are some modifications. The discount to the trade on the by far greater part of books is 25 per cent., but on schoolbooks it is usually 33½ per cent., and it is admitted as legitimate to allow 10 per cent. to professors and schools, which is considered and accepted as sufficient to cover the expenses of express, for the trouble of distributing the books and collecting the money, and for the occasional loss of a copy. To make a profit on the sale of books is not the intention of respectable teachers who believe that the bookseller must earn a living by selling books, and himself by his profession and not by peddling books and stationery amongst his pupils. How quickly teachers who come to this country are demoralized is very sad indeed, and the desire for making a large discount sometimes deprives them of their good sense as the following incident shows. A teacher wanted at my store a copy of Ahn's German Grammar at one dollar. It being handed to him he inquires: "Price for teachers?" "80 cents." "Do you give only 20 per cent?" "Yes, sir." "I always get 25 per cent. at Appletons', but being in your vicinity I wanted to take it here." Being refused any further discount, he jumped into a car, paid 5 cents going down town and 5 cents coming back, lost his time and considered himself exceedingly clever to have bought the book at so cheap a price.

The uncertainty of fixed regular prices seems to pervade every branch of our business, as I have just experienced in regard to advertising. I was requested by a friend, who edits a monthly journal to inquire for him of the proprietor of a large establishment if he wished to renew his advertisement, and received for answer that he desired to do so, but claimed a discount of 25 per cent. which he said he could obtain from any advertising agent.

Would it not be desirable to place our business into such a position that "Yes" is understood to mean "yes," and "No," "no?"

With my sincere wishes for the success in your intended reforms, I beg you to believe me,

Yours, very respectfully,

F. W. CHRISTERN.

NEW YORK, July 11, 1874.

MY DEAR MR. ASTON:—You ask me for a description of the Leipzig book-fair, but I do not think that it can be of any interest to American booksellers, as the conditions of the book trade in America and in Germany are so entirely different, that the adoption of anything approaching it seems to be entirely out of the question. The discussion of such a subject at the Convention seems to me to be a mere waste of time, that can be used for more practical purposes. But, as you take an interest in the German trade-organization, I take great pleasure in giving you personally a short outline of it, and if you happen to find anything that may be suggestive, you will please to use it as you think best. I shall try to be as short as possible.

Trade-fairs date back very far, and have been held at stated periods at such places, where access could be most easily had from different parts. The most important were Frankfort and Leipzig. Leipzig soon became the acknowledged centre of

the book trade. There were and are still two fairs during the year—the most frequented at Easter, the other at the beginning of October. As mentioned to you in my previous letter, *each* publisher deals directly with *each* retailer, whom he considers worthy of credit. The institution of "jobbers" is *entirely unknown*. The organization, by which this is made possible, is very perfect, but I doubt if I can make it quite clear to you in a few words, but I will try. Every publisher and every retailer has an agent in Leipzig. If a new work is issued, one or more copies are sent "as novelty," to the correspondents; if they are sold, the bookseller asks for more through his agent in Leipzig, and receives the books from the publisher's agent *with an invoice in their own names*, the publisher having deposited a stock at his agent's warerooms. Let me exemplify. You are a publisher and—supposing New York to be the centre—Appletons are your agents. Lippincotts want your books, and their agents are the Harpers. Lippincotts send their orders on small printed slips, daily or weekly, etc., from all different publishers to the Harpers, who distribute them through the Booksellers' Post-office—a marvel of arrangement—to all the agents of the different publishers. Thus the order for your books comes to the Appletons and—here is the great point—they take one of *your* blank bills, and furnish the book to Lippincotts in *your* name through Harpers, keeping the order on the slip as a voucher, and send at given times (usually weekly) a report of what they have furnished to different booksellers, and you charge the books directly to them. For this work you pay your agent, either a certain percentage, or a specified sum agreed upon, according to the importance of your publications, including their storage, etc., etc. This may seem at first glance pretty complicated, and I hardly think that it will suit the taste of the American trade, but if you consider the extra discount to "jobbers," and the absolutely necessary uniformity of prices created thereby, it remains an open question whether such an arrangement would not be very beneficial. I have *not the least* expectation that it will be considered, but *if* it should be, I suppose that from the very first beginning it will be necessary to establish several centres or depots for America. In at least one respect a great advantage is clear. How often—even in my limited experience, am I vexed, when I am asked for a book published in Boston or Philadelphia, and when the boys come back after several hours' search at all the different "jobbers" with the report "not to be found in the city." If you wish to satisfy your customer, you write to the publishers. I have before me a bill, received a few days ago for a book, retailing at \$1.25, and which the teacher expects to have at \$1. It reads thus:—

\$1.25— $\frac{1}{4}$ off,	.84
Postage	.14
	<hr/>
	.98.

Please mail the small amount.

Your letter is three cents postage, postal-card ordering it, one cent; Result, *two cents loss* for filling the order. The expenses on both sides—postage, publisher's bill and his receipt, amount to twenty-four cents, or nearly 30 per cent. on the net price. Is not this perfectly ridiculous, and *can* it be changed under the present system?

Now the German plan gives you direct accounts with several hundred booksellers, and it is a very

natural wish to become acquainted with those who are particularly active in regard to your publications, to receive from them suggestions and to talk over at several friendly meetings the general rules of the trade, desirable reforms, the best education of the younger generation of booksellers, benevolent institutions for disabled authors, colleagues, or clerks, etc., etc. All this brings the booksellers to the yearly fair at Leipzig. During the morning—at the Booksellers' Exchange, a very fine building, owned by the trade—the accounts are settled; the principal publishers and agents have their fixed desks, and receive the balances due them; in the afternoon old friendships are renewed, new acquaintances formed, and in the evening the general meetings are held, and I think that very seldom a bookseller leaves Leipzig without a pleasant remembrance and without substantial benefit for his future. All the finest publications of the last year are exhibited in a large room of the Exchange, particularly those which do not admit of a general distribution "as novelty" as mentioned above, because they would suffer in their freshness by being sent and being returned if not sold. Specimens of new publications are laid before the booksellers, their attention called to them, and their interest in them solicited, etc.

As stated before, I do not believe in the possibility of any arrangements in this direction, and I give you the above facts simply because they may be of some little interest to you personally. I likewise make to you privately a few remarks, which, if you think proper, you may use in your discussions.

I see it stated as a first result of your endeavors, that Wilson, H. & Co. intend to give for the future from 5 to 15 per cent. from their *net* prices according to the amounts taken at a time. Are these *net* prices to be considered those which are offered to schools? Or what discount do they expect to give to schools, and, if 20 per cent., what profit can a small retailer make? I must confess that I cannot understand the situation. The most important question to my mind seems to be, that the publishers should not sell to any one but booksellers,—let them be retailers at the same time, if they please, but let it be understood as a question of honor, not to undersell their own publications. I suppose that it will be foolish to fight windmills and to determine that suddenly all discounts to schools and teachers should be abolished, but I believe that the principal and most necessary reform ought to point in the direction to fix the discount to schools and teachers in such a way that *every* small dealer will be able to keep a stock of schoolbooks and to sell them at the same terms that the publishers expect to give. *Why* is it necessary that the principals of schools be at the same time sellers of books—without any risk and expense? *Why* cannot every child get its own books at their parents' regular booksellers, who thereby would be enabled to estimate the demand according to their well-established patronage? But if for outside colleges, etc., etc., it is desirable—as I think it is in many respects—to have uniform editions, ought not a discount of 10 per cent. be sufficient to pay for the trouble of distributing the books and collecting the money? If all publishers would agree—and *keep* the agreement honestly—to give under no circumstances more than 10 per cent., there would certainly be some growling of the professors at first, but it would not make the least difference in

the ultimate sale of good schoolbooks. In this case 25 per cent. to the trade would pay better than 40 per cent. under the present system. If the majority of booksellers should believe it necessary to give 20 per cent., the discount on schoolbooks ought to be 33½ per cent., and in order to induce retailers to keep a good stock on hand, it may be a good plan to allow on every dozen, *taken at one time*, an extra copy without charge. I prefer 10 per cent. as the regular discount, not only as a principle, but because I believe that many of the bookselling teachers will find it so little remunerative, that they will leave it to the pupils to buy the books themselves, and thus a great many more books will be sold at the regular retail prices, and bring the legitimate trade back where it belongs. I do not recollect one single instance where a teacher in Germany, in a place where booksellers are established, has bought a book with a discount, in order to sell it again to a pupil at full price, and if such a thing should become known I do not believe that he would dare to show his face amongst respectable people. On the other hand, a small discount is fully justified, when books are needed in a place where no booksellers are, and where the principal has to pay postage and express, and has occasional losses and the trouble of distributing. That the teacher receives 10 per cent. on books which he wants for his own use, seems to be a reasonable concession, but on the other hand I cannot say how perfectly ridiculous it seems to me that a theological book is sold at a discount to a clergyman or a medical book to a physician, because of being of the "profession." Are these books published for any one else, but for the profession? Under the same rules you must sell a cookery book with a discount to a cook, or one on farming to a farmer. Let a book for a theological student be published as cheaply as possible, but once declared and advertised, that a book is worth a dollar, a dollar must be paid, and neither less nor more. To this conviction I shall stick, if I become a hundred years old. Any deviation from it in my eyes is nothing but a fraud, and in most cases it is an open declaration that you *ask* more than a book is worth—you take this (too high) price from respectable people who believe you to be an honest man, but sell it for less immediately after, if somebody screws you down to a discount.

My dear Mr. Aston, I have often been interrupted and in many respects said more than I intended to, and other important points I have not yet touched at all, but if I want you to get these lines before you go to the Convention—although you will conceive at a glance that they are private and not apt to be read in this form—I must hurry them off. Only one nuisance—and an extremely great one, and almost a death-blow to the regular trade—I will mention; it is the subscription business, *as carried on here*—not the subscription business in itself, which has enormous advantages, and by which alone some of the very greatest and most important publications have been possible. *Why* not put subscription-books with all the material belonging to it—prospectus, subscription-lists, etc., etc., into the hands of the regular retailers? Does not each retailer know better who amongst his customers is likely to buy certain books than a travelling canvasser? If the regular subscription business is once established among the retailers, it will be their pride to get large subscription-lists, and any publication of that kind will be taken in hand—even such as will not pay a separate agent,

who expends a great deal of his discount in traveling expenses, hotel bills, etc.

But the mail closes—once more accept the assurance that it has given me great pleasure to make your acquaintance, that I take the warmest interest in your endeavors, and that nobody will rejoice more in a regeneration of the American book-trade—although I am not directly affected by it, but because I love and have devoted my life to our honorable calling.

Yours, very truly,

F. W. CHRISTERN.

III.

THE WESTERN BOOKSELLERS' ASSOCIATION.

THE BOOK JOBBERS' MEETING.

A SPECIAL meeting of the Western Book Jobbers was held at the close of the General Convention Meeting at Put-in-Bay, July 23d, 1874. The meeting having been called to order and its objects explained, Mr. S. T. BOWEN, of Indianapolis, was appointed Chairman, and Mr. D. B. COOKE, of Chicago, Secretary.

The chairman appointed a committee of ten to fix upon a scale of discounts on school and miscellaneous books, and to report the same at a meeting to be held at 8.30 the same evening.

The committee named by the chairman were Messrs. Jansen, Nourse, Jones, Stevens, Andrews, Baker, Eager, Payne, Clarke, and West.

Pursuant to adjournment the meeting convened, and it was

Resolved, That we do organize permanently under the name of "The Western Booksellers' Association," with headquarters at Chicago. The business to be governed by a Board of Directors, to be called "The Executive Committee," who shall hold their offices for one year, or until the next annual meeting of "The American Book Trade Association."

The following officers were then elected for the current year as the Executive Committee:

Chairman, John R. Walsh, Chicago; *Secretary*, D. B. Cooke, Chicago.

Wesley Jones, of Iowa.

H. H. West, of Wisconsin.

Theo. A. Andrews, of Ohio.

S. T. Bowen, of Indiana.

D. D. Merrill, of Minnesota.

S. A. Clarke, of Pennsylvania.

W. D. Baker, of Missouri.

Jno. B. Bangs, of Kentucky.

Geo. H. Smith, of Michigan.

PUT-IN-BAY, O., July 23, 1874.

In order to harmonize the interests of the Jobbing Book Trade in the Western States, it was unanimously

Resolved, That we, the undersigned, Wholesale Booksellers, agree to the following rates of discounts, and rules for the government of our business, to take effect on the 1st day of August, 1874, and to continue for the term of one year.

LIST OF DISCOUNTS.

SCHOOL BOOKS, AT 30 PER CENT.

Appleton, D. & Co.	Butler, J. H. & Co.
Adams, Blackmer & Lyon.	Clark & Maynard.
Adams, O. & Co.	Claxton, Remsen & H.
Barnes, A. S. & Co.	Cowperthwaite & Co.
Brewer & Tileston.	Eldredge & Bro.
	Gould & Lincoln.

Harper & Bros.
Hadley Bros.
Holt, Henry & Co.
Iverson, Blakeman, T. & Co.
Lippincott, J. B. & Co.
Nichols & Hall.
Osgood, J. R. & Co.
Porter & Coates.
Sadlier, D. & J. & Co.

Scribner, Armstrong & Co.
Sheldon & Co.
Sherwood, G. & Co.
Shorey, J. L. & Co.
Smith, E. B. & Co.
Steiger, E.
Thompson, Brown & Co.
Woolworth, Ainsworth & Co.

MISCELLANEOUS BOOKS, AT 30 PER CENT.

Appleton, D. & Co.	Miller, Jas.
Carter & Bros.	Osgood, Jas. R. & Co.
Claxton, Remsen & H.	Porter & Coates.
Dodd & Mead.	Putnam's, G. P., Sons.
Ford, J. B. & Co.	Randolph, A. D. F. & Co.
Gould & Lincoln.	Roberts Brothers.
Harper & Bros.	Scribner, Armstrong & Co.
Holt, Henry & Co.	Sheldon & Co.
Hurd & Houghton.	Wells, S. R.
Judd, Orange & Co.	Widdleton, W. J.
Lee & Shepard.	
Lippincott & Co.	

SCHOOL BOOKS, AT 25 PER CENT.

Collins & Bro.	Mason, Albert.
Crocker & Brewster.	Nims, H. B. & Co.
Davis, R. S. & Co.	Wiley, J. & Son.
Desilver, Chas.	Wood, Wm. & Co.
Ginn Bros.	All others not named.
Griggs, S. C. & Co.	

MISCELLANEOUS BOOKS, AT 25 PER CENT.

Baird, H. C.	Merriam, G. & C.
Little, Brown & Co.	Mason, Albert.
Macmillan & Co.	All others not named.

U. S. DISPENSATORY, 25 PER CENT. DISCOUNT.

MISCELLANEOUS BOOKS, AT 33½ PER CENT.

Carleton, G. W. & Co.	Loring, A. K.
Dick & Fitzgerald.	Peterson, T. B. & Bros.

WILSON, HINKLE & CO.'S LIST.

Upon net bills up to \$500, the discount shall not exceed (5) five per cent. from their Wholesale List.

MEDICAL BOOKS AT 15 PER CENT.

Lea, H. C.	Lippincott, J. B. & Co.
Lindsay & Blakiston.	Wood, Wm. & Co.

M'CLOUGHLIN'S TOYS, 15 PER CENT. DISCOUNT.

ALBUMS AND BIBLES, 5 PER CENT. DISCOUNT.

From Wholesale Lists.

Holman, A. J. & Co.	Harding, W. W.
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BRADLEY'S GAMES, NET LIST.

RULES AND REGULATIONS.

Terms of Sale, Thirty Days, invariably.

Interest to be collected on past due accounts at ten per cent. per annum.

Discount not to exceed 2 per cent. for cash in ten days.

Boxes and Drayage to be charged in all cases.

It is understood that Holiday Books are not included in the foregoing Scale of Discounts.

No Freights to be allowed by Jobbers to their customers.

We hereby accept the foregoing Scale of Discounts, and these Regulations, without any mental reservation, agreeing to live up to the same to the letter, and will endeavor to induce all others in the Jobbing trade to do the same.

SIGNATURES.

Hadley Brothers. Chicago.
 W. B. Keen, Cooke & Co. "
 The Western News Co. "
 Jno. R. Walsh, *Manager*.
 Janson, McClurg & Co. "
 Gray, Baker & Co. St. Louis.
 West & Co. Milwaukee.
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 Robert Clarke & Co. Cincinnati.
 Wilson, Hinkle & Co. "

As Jobbers.

Geo. E. Stevens & Co. "
 The St. Louis Book and News Company,
 By Jno. R. Walsh, *Manager*.
 S. A. Clarke & Co. Pittsburgh.

DRAFT OF REQUEST.

IT was resolved at the meeting held July 23d, 1874, that the chair appoint a committee of five to draft a request, to be sent to Eastern Publishers, urging them to make only a maximum discount of 33½ per cent. to all Jobbers in our territory, who will not conform to the scale of discounts adopted by this Association.

The following committee was appointed: Messrs. Jones, Hadley, Baker, Bowen, and Cooke, and the following address to the Publishers was agreed upon, and signed, and ordered to be forwarded to all publishers:

TO PUBLISHERS OF SCHOOL AND MISCELLANEOUS BOOKS.

PUT-IN-BAY, July 23d, 1874.

GENTLEMEN: The undersigned, Jobbers of Books, in convention assembled, July 23d, 1874, at Put-in-Bay, after a protracted and very harmonious meeting, unanimously adopted the accompanying list of discounts on School and Miscellaneous Books, as the maximum to be given by us to our customers in the trade.

This action was the result of a proud conviction, based upon past experience, that an advance in our profits as jobbers, is imperatively demanded.

Inasmuch as we must depend largely upon your co-operation for support in this measure, which we believe to be for our mutual benefit, we respectfully but urgently request that you will not sell to any dealer or dealers, in our section of country, or territory, at a larger discount than 33½ per cent., who refuses to conform to the scale of discounts adopted by the "Western Booksellers' Association," as may be furnished to you from time to time. And further, we would earnestly request that you will instruct your agents, in no case to supply books to dealers at any greater discounts than the scale, as adopted by this Association.

Yours respectfully,

[Follow same signatures, as above.]

IV.

SUPPLEMENTARY.

SECOND DAY'S PROCEEDINGS.

Extract from the Am. Booksellers' Guide.

THE resolutions were considered *seriatim*. The first elicited much discussion. Mr. Thomas D. Hubbard, of Columbus, objected to the rate of discount indicated, and submitted to the Convention a substitute, but premised by remarks criticising the make-up of the committee, composed as it is of one-third book retailers and two-thirds jobbers and publishers. The substitute proposed that discounts to libraries, etc., shall not exceed 10 per cent., and on law and medical books, and 5 per cent. to any not in the trade—this to take effect when all booksellers doing a business of \$10,000 per year should have signed an agreement to this; and to enforce the contract, publishers were to agree not to sell their books to dealers violating the agreement. All bills to be considered retail bills which are not sold to legitimate booksellers. The contract not to affect purely subscription books.

The president of the Committee of Five, Mr. Sheldon, explained the reasons why the twenty per cent. was adopted.

Mr. Nicholson, of Richmond, Ind., responded, indorsing, as a retailer, the action of the committee, and called upon Mr. Hubbard to withdraw his propositions. He did so, but not until Mr. Watson, of Illinois, had called for the previous question, but gave way to requests to keep questions open for debate.

Mr. Challen, of Philadelphia, dissented from the committee's action as either wise or just, and offered as a substitute a resolution denying the discount altogether to parties outside of the trade.

Mr. Deyo, of Ohio, thought it well to accept some such resolve.

Mr. Aston, while defending the action of the committee, said that the retailers would now claim from publishers the largest possible discount. If the present price of books was to be maintained, then the retailers must insist upon outside margins.

Mr. Sheldon adverted to the reason why books could not be reduced, and assumed that they were not too high, and that the retailers did wrong in encouraging the idea that books were too high.

Mr. Taylor, of Buffalo, thought that prices were not too high. He assented heartily to the action of the committee.

Mr. Bowker, of New York, believed the action taken to be wise and practical. The platform adopted at Cincinnati was theoretical instead of practical. The work now achieved was a success as far as what is practicable seemed possible.

Mr. Gunn, of Ohio, also regarded the committee's action as wise and well calculated to benefit the trade.

Mr. Hubbard questioned the policy of publishing the proceedings, and asked that the convention request the reporters not to report the clause concerning discounts to outsiders.

Mr. Sheldon expressed pleasure at the general tone of remarks, and suggested that the vote on the resolution be unanimous. As to publishing the resolution, he thought publication the only proper course to assure the public and dealers that there now is a definite margin to certain outside parties. He hoped the reporters would keep back nothing.

The question being demanded, a vote was taken by count, with the result: 112 ayes, 2 nays.

[These two nays voted nay, being opposed to any discount whatever, outside of the trade.]

By Mr. West, of Milwaukee: *Resolved*, That it is the sense of this Convention that it is desirable that all publishers should make a retail price to their publications, and make their discount to the trade from such price.

It was proposed to refer it to the Committee of Affairs, but this reference was opposed by Messrs. Taylor, Hadley, and West; and the resolution being put to the vote, elicited *pro* and *con* remarks. Mr. Stevens, of Cincinnati, opposed the resolve as unjust to a house which had already reduced its rates and put out its catalogue.

Mr. Bragg, of Cincinnati, representing Messrs. Wilson, Hinkle & Co.—the house referred to—thought it would place the house in a very awkward position by compelling it to restore its old rates, and hoped the resolution would not be pressed to a vote.

Mr. West insisted on the propriety of the resolution as a simple and safe mode of computing the discounts.

Messrs. Sheldon, Holman, Taylor, Aston, Barnes, and Brown canvassed matters, and Mr. West, seeing that it was regarded as a reflection on the Cincinnati house, withdrew the resolution amid hearty cheers.

THIRD DAYS' PROCEEDINGS.

Extract from the Am. Booksellers' Guide.

Met at half-past 9 A.M. Letters from leading publishers and dealers were read, covering matters pertaining to the trade, suggesting remedies for existing evils, and proposing modes of action.

Mr. Christern, of New York, was especially pointed in indicating abuses, and asked earnestly for action looking to reform.

Mr. Shillaber ("Mrs. Partington"), of Boston, gave some characteristic views of the situation, and suggested that the Convention should have a good time.

Mr. Cazenove, of London, contributed a valuable exposition of the English-American book business, giving its *modus operandi*, its rates of discounts, etc., etc. He also exposed the sad state of disorganization of the Book Trade in Great Britain.

The Secretary of the Presbyterian Board of Publication asserted the necessity for reform, and hoped for it through the Convention.

Two letters were offered by Mr. Gunn, exposing teachers who, obtaining books for examination, went and sold them. These letters were referred to Mr. Sheldon, to be laid before the Publishers' Board of Trade.

It was proposed by Mr. Sheldon to strike out the word *Trade* in the name of the Association, and a vote being had on his motion, resulted in: Ayes, 23; nays, 48.

Mr. Sheldon also objected to the clause relating to Committee on Assemblies, and moved its excision, as somewhat conflicting with a previous resolution naming a committee to organize the Trade Fairs.

The Agent of the New York Methodist Book Concern, Rev. Dr. Nelson, gave in his hearty adhesion to the work, and he adverted with some severity to the Ishmaelites of the trade, who went around the country selling Sunday-school

libraries at one-half off. His remarks were well received.

Mr. Sheldon renewed his motion for a change in the clause constituting the Committee on Assemblies, so as to make it conform to the action of yesterday, appointing a special committee on the Fair. His motion prevailed by a large vote.

Mr. Sheldon then moved the adoption of the Report of the Committee on Organization as a whole, and the motion was almost unanimously adopted.

There was some discrepancy of views regarding the duties of the Committee on Fairs, and, on the motion of Mr. Baker, of New York, it was resolved that the resolve of yesterday, making that committee be made a part of the by-laws of the Permanent Organization. This prevailed by a unanimous vote.

The President then named the Committee on Trade Sales or Fairs, as follows:

W. H. Appleton, Isaac Sheldon, A. C. Barnes, J. B. Lippincott, William Lee, A. C. McClurg, Martin Taylor.

The appointment of officers of the Permanent Organization for the ensuing year was then announced from the committee, amid cheers; but it was found to be informal, as the Constitution required a formal vote for these officers. To obviate this, it was moved and seconded, that the officers named from the committee be adopted *viva voce*, and the Convention gave a unanimous vote amid great cheers.

Letter was read from proprietors of Put-in-Bay House, extending hospitalities for next Convention. Referred to Committee on Assemblies.

A resolve was offered by Mr. Smith, that the Executive Committee be empowered to obtain signatures to the Constitution.

Mr. Brown offered a resolve, that Sept. 1st be the day on which to enforce the 20 per cent. clause of the Constitution. This called out the school-book men, who have engagements out which would make it impossible to comply. The discussion which followed resulted in the Convention understanding that its action was not to override or set aside the action of the American Book Trade Association in the conduct of its affairs—Mr. Barnes assuming that this latter Association would harmonize its action with that of the present organization. Mr. Brown's resolve was adopted.

Mr. Brown offered a resolve, that the members of the American Book Trade Union be admitted to membership in this organization, for the present year, upon payment of one dollar. Adopted.

Various minor resolves were adopted. Vote of thanks was given Mr. Aston for his good work in calling the Convention, which elicited some pleasant remarks. Votes of thanks were also given to Mr. Randolph, to the reporters, to the proprietors of Put-in-Bay House, etc., etc.

Mr. Randolph addressed the Convention, congratulating its members on its work.

On motion of Mr. Sheldon, all unfinished business was referred to the appropriate committees. Adjourned.

THIRD DAY'S PROCEEDINGS.

From the Sandusky Register.

The Convention was called to order by President Randolph, who requested Mr. Howard Challen to read several letters from gentlemen unable to be present, the Committee of Thirty not being ready to report on certain resolutions referred

yesterday. A letter from "Mrs. Partington" elicited frequent laughter. . . .

On motion of Mr. Sheldon, it was then decided that all the letters received be sent to the *Publishers' Weekly* for publication in that journal. The reading of a letter from the Presbyterian Board of Publication prompted Mr. Randolph to remark that he hoped the Board of Publication would come into the Union, for he was satisfied that there was nothing like Calvinism to cut the bile. The Harpers, who were not represented in the Convention, sent a letter of friendly tone, closing with the suggestion that the delegates obey the golden principle, "Pleasure before business; as much of the former and as little of the latter as possible." After the reading of the letters, the President suggested that the local dealers secure the insertion of the resolutions adopted yesterday in the local newspapers, for the information of the public. . . .

A resolution instructing the Executive Committee to secure the signatures of the trade to the Constitution was adopted. The following resolution, introduced by Mr. Brown, was adopted after some discussion:

Resolved, That we mutually pledge ourselves to the maintenance of the discounts and recommendations of the Committee of Thirty, adopted by this Association, on and after September 1st, 1874.

This resolution elicited considerable discussion.

Mr. Barnes, of New York, suggested that some of the members owed a paramount fealty to the Publishers' Board of Trade, which might prevent full compliance with the terms of the resolution.

A resolution commending the *Publishers' Weekly* was adopted.

A resolution of thanks to Mr. Aston for his efforts to bring about this meeting gave Mr. Barnes an opportunity to make a neat little speech on the advantages which he believed would result from this meeting.

The usual resolutions of thanks to the reporters for the press, and a resolution complimentary to the Put-in-Bay House, were adopted.

A resolution of thanks to the President for his services as a presiding officer brought out Mr. Randolph, who expressed his gratification over the results of the Convention, the hearty spirit of union which had prevailed, and the cordial and friendly feeling which had been maintained throughout by the men of the South and the North. The effort was an exceedingly happy one, and was received with immense applause.

ADDITIONAL NOTES.

The platform, as finally adopted, was drawn up by Wm. Lee, of Boston; Robert Clarke, of Cincinnati; Isaac Sheldon, of New York; George B. Brown, of Toledo; and A. D. F. Randolph, of New York.

The committee resolved that all branches of the trade would be benefited by the abolition of the system of commercial travellers on the part of both publishers and jobbers.

One of the most useful men in the Convention was Mr. Sheldon, of New York, who always talked to the point, and always talked well. He was indefatigable in his efforts to make the Convention a success.

Too much praise cannot be given to Mr. Randolph, who proved a capital presiding officer, and showed himself qualified to keep discussion within proper limits.

The only daily paper, beside the *Register*, represented throughout was the *New York Tribune*, which had sent Mr. E. V. Smalley five hundred miles to make special reports. This enterprise on its part deserves special mention. [The *Toledo Commercial*, *Toledo Blade*, and *N. Y. Evening Mail* should also be mentioned for their prompt reports of the Convention.]

The delegates, many of whom had never heard of Put-in-Bay until reading the call for the Convention, expressed themselves highly delighted with the Western Newport.

The Eastern publishers, W. S. Appleton, Walter Lippincott, A. C. Barnes, B. H. Ticknor, O. J. Victor, gave the Convention their hearty approval.

Among the staunchest backers of the Convention, and defenders of sound principle, were Mr. William Lee, of Boston, and Mr. Wesley Jones, of Burlington—true types of the East and the West. The conciliatory and persuasive policy of the "model bookseller of the Hub" joining hands with the word-sparing pluck and push of the self-made man of the West, much quiet but telling work was done by these two "skirmishers of the Convention."

FIRST NATIONAL CONVENTION OF PUBLISHEES AND DEALERS.

From Special Telegraph to Toledo Morning Commercial.

PUT-IN-BAY, July 21, 1874.

There has been a growing feeling for years between booksellers and book publishers, by reason of discounts from retail prices made to others than "the trade," the conduct of "trade sales," and the practice of publishers offering to send any book *postpaid* on receipt of retail price. The subject was discussed in the *Publishers' Weekly*, during 1872 and 1873, and the formation of an American Book Trade Union suggested.

In October, 1873, in pursuance of a call signed by many booksellers in Ohio and Indiana, a meeting was held in Cincinnati, and an organization of the trade effected. A second convention met in Cincinnati, February 12, 1874. The session extended over two days. All suggestions were carefully considered, and the platform given below was unanimously agreed on. Officers and committees were elected. A meeting of the Executive Committee and others was held in May, in Columbus, at which it was decided to hold a third convention at Put-in-Bay, July 21st, 22d, and 23d, 1874, and to make every effort to have it largely attended by publishers and dealers.

V.

JOBGING DISCOUNTS.

NEW YORK, August 8, 1874.

At a special conference between delegates of the Western Booksellers' Association and the New York, Boston, and Philadelphia jobbing houses, the latter unanimously agreed to adopt, in substance, with slight local modifications, the schedule of discounts established by the Western Book Trade Association. [See page 13.]

MISS THACKERAY publishes the following warning to the public: "It has recently come to my knowledge, by the kindness of a friend, that letters and manuscripts are being frequently offered for sale as autographs of my father. Some of which I have seen are rather clumsy forgeries, but they were sufficiently well executed to impose upon persons already familiar with my father's handwriting. May I therefore beg you to publish this letter, in order to check a fraud which might incidentally be injurious to my father's memory. In one case a letter attributed to him had been manufactured by copying a fragment from a magazine article *not* written by him, and appending his signature; and I should much regret that correspondence so compiled should be attributed to him."

MR. BLANCHARD JERROLD, son of the humorist, has written a life of the late Napoleon III., to be completed in four volumes. He was allowed use of the "family papers" in preparing the work, which may account for the very fulsome praise he is said to have bestowed on his subject.

MR. CHARLES READE is said to be at work on a sea story occupying the ground in fiction Mr. Plimsoll treated in fact—the sending forth of overlaid and unseaworthy vessels. Mr. Plimsoll himself, it is supposed, furnished him the data.

Mlle. FLEURIOT, the author of the "Eagle and Dove," which has been running for some time past in the *Catholic Review*, has written a new novel, "Miss Ideal," much praised by the French critics.

MR. BENTLEY is in possession of the original autograph MS. of the short stories of Mr. Dickens, which appeared in the early numbers of "Bentley's Miscellany."

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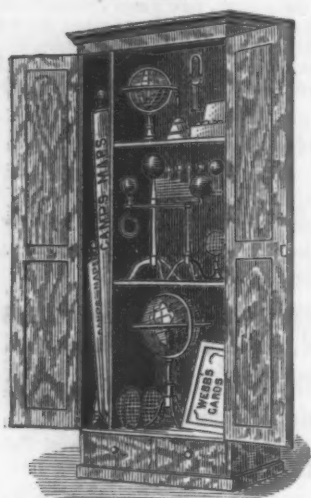
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